



Strategic Technology Communications, Inc.
2915 W. Fairview St., Chandler, AZ 85224

January 5, 2006

Mr. James Scarboro
Arizona Department of Administration
Enterprise Procurement Services
100 N. 15th Ave. Suite 104
Phoenix, AZ 85007

Re: EPS060014, Telecommunication Carrier Services
Proposal ADSM-6HCPEX-1
Best and Final Offer

Dear Mr. Scarboro,

Thank you for the opportunity to present to you and the review committee a best and final offer from Strategic Technology Communications, Inc.

We have made some revisions to our proposal in order to clarify information originally provided and to provide supplemental information.

The changes are summarized as follows:

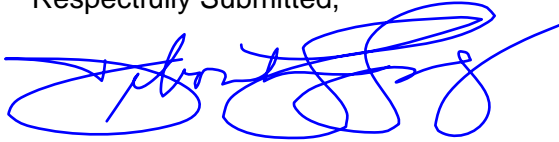
1. Contract Attachment 3 Prices and Pricing has been changed to reflect the following:
 - a. 1.1 Pricing Schedule: Addendum 1 and Addendum 2.1 (embedded documents) have been revised to include statement regarding taxes.
 - b. 1.2 Pricing Terms has been updated to include a statement regarding applicable taxes.
 - c. 1.2 Pricing Terms: Embedded STC Contract document has been updated to reflect 60 day payment terms
2. Contract Attachment 4.2 Quote Request has been changed to include the updated sample quote document which now has no reference to terms.
3. Contract Attachment 4.3 Purchase Orders has been changed to include the updated sample order document and sample customer billing profile document which now have no reference to terms.
4. Solicitation Questionnaire No. 1 Prices and Pricing has been changed to reflect the following:
 - a. 1.5.1 Pricing Schedule: Addendum 1 and Addendum 2.1 (embedded documents) have been revised to include statement regarding taxes.
 - b. 1.5.3 Pricing Terms: Statement has been added regarding taxes.
 - c. 1.5.3 Pricing Terms: Embedded STC Contract document has been updated to reflect 60 day payment terms.
 - d. 1.5.4 Sample Order Pricing: Embedded Sample Order Pricing document has been revised to reflect original amounts and discounts given.

5. Solicitation Questionnaire No. 2 Terms, Conditions and Attachments has been changed to include
 - a. 8.2 Prices and Pricing Schedule and associated Pricing Terms Response to Contract Attachment 3
 - i. 1.1 Pricing Schedule: Addendum 1 and Addendum 2.1 (embedded documents) have been revised to include statement regarding taxes.
 - ii. 1.2 Pricing Terms has been updated to include a statement regarding applicable taxes.
 - iii. 1.2 Pricing Terms: Embedded STC Contract document has been updated to reflect 60 day payment terms
 - b. 10. Response to Contract Attachment 4.2 Quote Request
 - i. 1.4 Sample Order Form has been updated to remove any reference to terms.
 - c. 11. Response to Contract Attachment 4.3 Purchase Orders
 - i. 1.3 Sample Order Form has been updated to remove any reference to terms.
 - d. 12. Response to Contract Attachment 4.6. Billing and Payments
 - i. 1.3 Billing Media: A statement has been added to clarify formats available.
 - ii. 12.2 Sample Invoice has been updated to include a sample paper invoice and a sample "ebilling" invoice.
 - e. 14. Responses to Contract Administration
 - i. 12. Sample Usage Report has been updated to include a new sample usage report.
 - f. 15 Responses to Contract Attachment 5.3.2 Key Personnel
 - i. 1.1 Key Personnel has additional information regarding Debbie Long's responsibilities in her previous position at Able Information Technologies.
 - ii. 1.2 Key Personnel has additional information regarding Brandon Ames' experience.
 - g. 16 Responses to Contract Attachment 5.3.3 Subcontractors. A clarification of roles has been added for each subcontractor.
6. Solicitation Questionnaire No. 3 Capacity of Offeror has been changed to reflect the following
 - a. 1.3.4 Key Personnel has additional information regarding Debbie Long's responsibilities in her previous position at Able Information Technologies.
 - b. 1.3.4 Key Personnel has additional information regarding Brandon Ames' experience.
 - c. 1.3.5 Subcontractors: A clarification of roles has been added for each subcontractor.
 - d. 1.5.1 State of Arizona Past Performance has been revised to include clarifications and references.
 - e. 1.5.2 Arizona State Purchasing Cooperative has been revised to include clarifications and references.

- f. 1.5.3 Other State and Local Governments has been revised to include clarifications and references.

We appreciate this opportunity to submit our best and final offer. If you should have any questions regarding this submittal, please feel free to contact me at 480-281-6400 or via e-mail at Debbie@stc-az.com.

Respectfully Submitted,

A handwritten signature in blue ink, appearing to read 'Deborah L. Long', with a stylized flourish extending to the right.

Deborah L. Long
President